

Message Text

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PAGE 01 AUCKLA 00003 220545Z

21

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

----- 043500

P 220501Z JAN 74

FM AMCONSUL AUCKLAND

TO USDOC

INFO SECSTATE WASHDC PRIORITY 367

UNCLAS AUCKLAND 0003

EO 11652: NA

TAGS/ BEXP NZ

SUBJECT: TRADE OPPORTUNITY - PROCTOR AND SCHARTZ INC.,
PHILADELPHIA, PA.

1. D. TOMLINSON, JOINT MANAGING DIRECTOR, QUAINCO INDUSTRIES (N.Z.) LIMITED, 13 COLES AVENUE, MT. EDEN, AUCKLAND, HAS WRITTEN ON NOVEMBER 3 AND DECEMBER 27 1973 TO THE PRESIDENT, PROCTOR, AND SCHWARTZ INC., 704 TABOR ROAD, PHILADELPHIA, PA. 19120 AND HAS NOT YET RECEIVED A REPLY. QUAINCO PERSONAL ADDRESS IS P.O. BOX 6705, AUCKLAND AND TELEX NZ 2787.

2. NEW ZEALAND COMPANY IS INTERESTED IN QUOTING PROCTOR AND SCHWARTZ EQUIPMENT FOR INSTALLATION IN SEVERAL SUBSTANTIAL NEW ZEALAND DAIRY PROCESSING PROJECTS.

3. TOMLINSON DEPARTS NEW ZEALAND JAN 26 AND IS VISITNG PITTSBURGH, PA. ON JANUARY 28/29. HE WOULD ALSO VISIT PHILADEPHIA IF PROCTOR AND SCHWARTZ ARE INTERESTED IN DISCUSSIONS. IN ITS DISCRETION WOULD COMMERCE ASCERTAIN WHETEHR PROCTOR AND SCHWARTZ IS INTERESTED IN DISCUSSIONS WITH TOMLINSON AND ADVISE THE CONSULATE GENERAL, AUCKLAND URGENTLY.

4. ALTERNATIVELY, IF PROCTOR AND SCHWARTZ ARE NOT INTERES WOULD COMMERCE INDICATE AN ALTERNATIVE COMPANY FOR TOMLINSON TO VISIT. PRODUCT REQUIREMENTS ARE INITIALLY SPRAY DRIERS WITH A CAPACTIY OF 7,000 LBS SKIM MILK POWDER PER HOUR AND A VENTRUI FLASH DRIER
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FOR STARCH PRODUCTS.

5. THE NEW ZEALAND DAIRY PROCESSING INDUSTRY IS
SUBSTANITAL AND EXPANDING AND QUAINCO IS A RECOMMENDED
CONTACT.
PHILLIPS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 22 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974AUCKLA00003
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: AUCKLAND
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740126/aaaaaxxd.tel
Line Count: 66
Locator: TEXT ON-LINE
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAR 2002 by daviscw>; APPROVED <20-Nov-2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITY - PROCTOR AND SCHARTZ INC., PHILADELPHIA, PA.
TAGS: BEXP, NZ
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005